

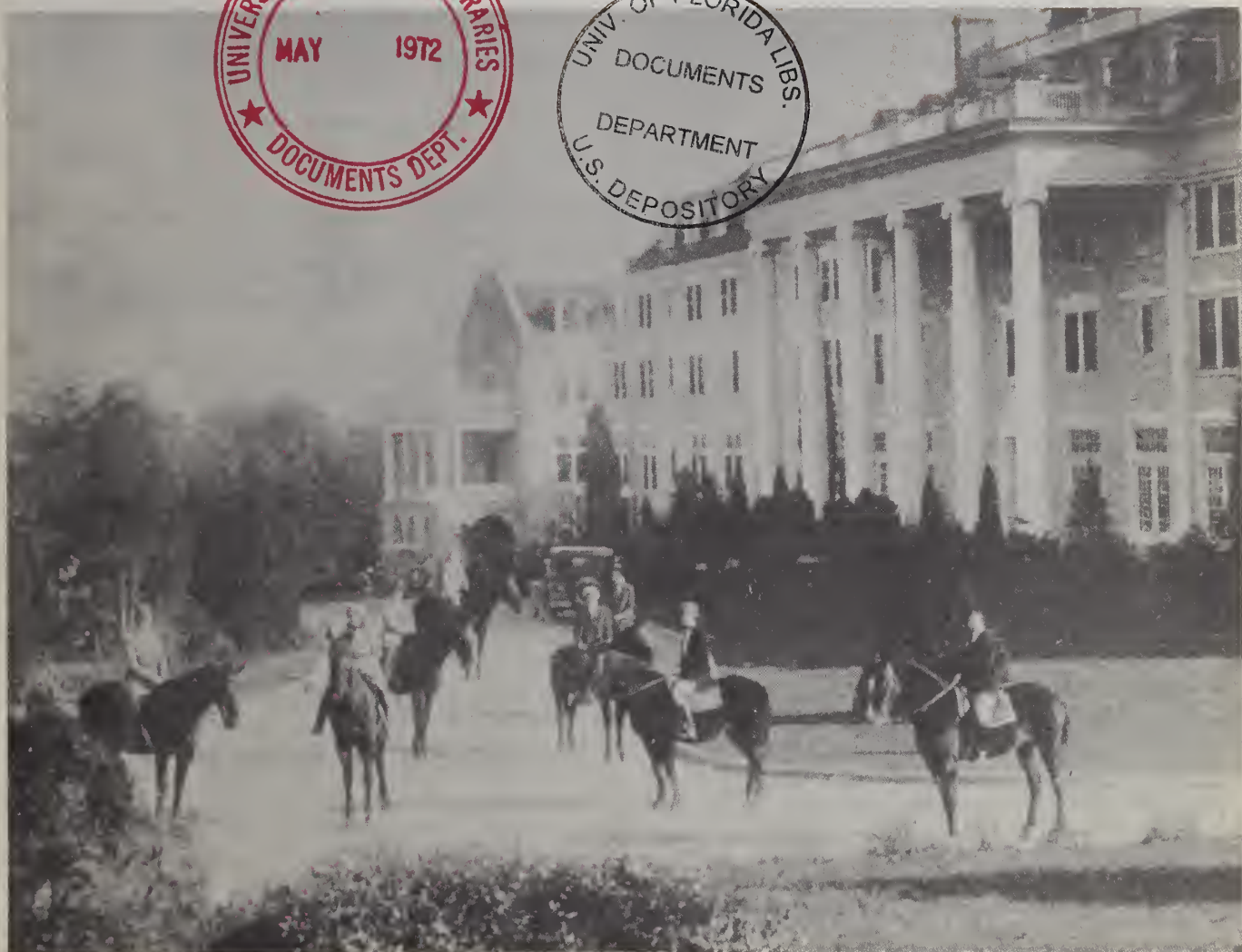
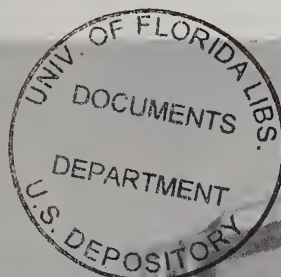
the

april 1972



HALLMARK

united states army security agency



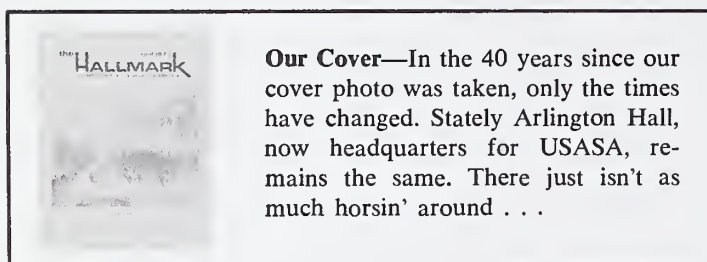
Arlington Hall Junior College for Women
1932

Where are they now? For one thing, these students at Virginia's exclusive girls school are probably all grandmothers!

*Published monthly in support of U.S.
Army information objectives*

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Our Cover—In the 40 years since our cover photo was taken, only the times have changed. Stately Arlington Hall, now headquarters for USASA, remains the same. There just isn't as much horsin' around . . .

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IT'S AN OBSCENE
PHONE CALL—
FOR YOU!

The phone company has begun a new campaign designed to make obscene and annoying phone calls a thing of the past.

One aspect of the campaign involves the use of new electronic equipment to quickly trace the origin of an obscene phone call, making it easier to catch the offender. Some types of equipment can be activated without the offender's knowledge while the call is still in progress. Other types can insure that a number is traced after the call has been completed.

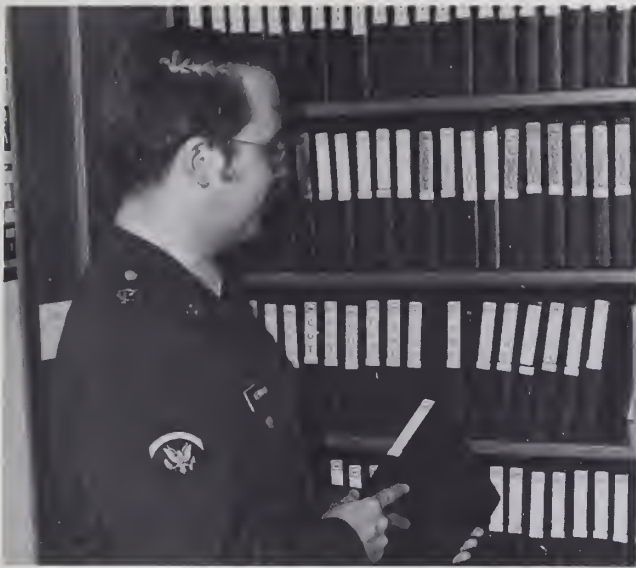
The second aspect of the campaign emphasizes the public's role in discouraging obscene or annoying calls. The phone company suggests the following guidelines for handling such calls:

- Never divulge information about yourself to unknown callers; many have dialed at random and don't even know who you are.

- Instruct your children and baby-sitters never to talk to unfamiliar callers. Teach them to ask for a number so somebody can call back later.

- If a caller remains silent or makes an obscene remark, quietly hang up. An obscene caller probably wants an audience; he won't have much fun performing for a dead line.

- If obscene or annoying calls are repeatedly received, call the phone company and the police. The federal government and the 50 States now have laws against such calls. The phone company has the equipment to track down the offender; the police have the power to arrest him.



SP5 Chuck Newman at the VAI tape library, home for 100 pre-recorded tapes.



SP5 Duane Pettengill, views a VAI tape while following along in the manual.

School Days, School Days

Good Ol' Golden View Days

Tired of the same old method of learning? You know the one, where the bored professor talks in a lifeless monotone, while the students slip into a semi-comatose, nodding, bobbing stupor? Well, pick up your heads, you beleaguered students, something exciting may be on the way.

The men of the Command Data Systems Activity (CDSA), located at Arlington Hall Station, have a new method of increasing their job-related knowledge: they watch TV on the job!

The system is known as Video Assisted Instruction (VAI) and it uses pre-recorded video tapes as a visual reinforcement to instructional manuals. The complete system consists of a video tape player, an 11-inch diagonal television monitor and three sets of headphones. An audio hookup enables three men to plug into the TV set at one time for the same course of study.

The courses available to CDSA "students" cover a wide range of material in the data processing and computer programming fields and vary from one to eight weeks in length. The students first read the course manual then view the tape while following along in the manual. The average length of the tape is 40 minutes. Associated with every half-hour of taped instruction is about three hours of reading material.

This "live" training is much better for the men. Learning is reinforced by direct exposure to their daily work, instead of to text book situations.

The goal of the system is to give the officers and enlisted men assigned to CDSA the most complete training while on the job. Office strength is not affected because men won't have to be sent to commercial schools for training. CDSA even trains men sent to *them* for training.

Another objective of VAI is to keep the staff up-to-date on new equipment. The operator or data processor has his own OJT center at his fingertips. It doesn't take much to view a half hour tape and then put the knowledge to work.

A major advantage of the system is its cost-saving potential. The complete system including over 100 hours of taped instruction cost about \$14,000.* During the months of January and February 18 students have been trained in various courses. With everything taken into account this would have cost CDSA approximately \$9,000. If the system keeps up its present efficiency, it will eventually pay for itself.

Video Assisted Instruction has a great potential for expansion. Presently, CDSA is the only Agency element that has the system. The program can be used in educational centers with tapes rotated and exchanged among participating stations.

There is also the possibility of obtaining a camera which would enable CDSA to produce their own tapes. This would eliminate the most expensive item of the whole program, the pre-recorded tapes.

Tapes could be made of critical and complex operations and sent to a station, without sending a specialist, which would cost much more. Tapes on equipment maintenance could also be sent.

So take heart, those sleep-inducing lectures may soon be spiced with "tube learning" in the future.

*The tapes account for more than \$13,000 of this initial outlay.



pass in review

A roundup of ASA news from Hallmark correspondents



CW2 Kunkel ("Uh, fellas, try takin' the lid off, why don'tcha?") watches 1LT Levin, center, and CPT Sulik work up a sweat. (US Air Force Photo)

Taiwan

FS Taiwan—Three officers recently had the pleasure of pulling burn bag detail.

Disciplinary action? Not at all. All the officers of USASAFS, Taiwan volunteered if the unit would donate a minimum of \$30 in their name to the USASA Benefit Association (SABA).

It was decided that the three officers who collected the most money over \$30 would share the honor of incinerating the day's collection of classified trash.

The three gentlemen in the big money were First Lieutenant Harvey A. Levin, first place, Captain Steven S. Sulik, second place and Chief Warrant Officer 2 Isaac Kunkel in third place.

At the end of the day the three

officers were tired, hot, and dirty, but well satisfied that their discomfort was for an excellent cause. The personnel of FS, Taiwan donated \$241 to SABA.

Okinawa

FS Sobe—Company A has won the Best Dayroom award, US Army Ryukyu Islands, for the second quarter FY 72. Colonel W. F. Schless, Chief of Staff USARYIS, presented the award to Captain Don G. Wilson, company commander.

In presenting the award, COL Schless stated, "This dayroom reflects a sense of responsibility by the people of your company, you and your NCOs, in seeing to the care and comfort of your men."

The plaque given to Co A will be retained permanently by that unit.

Maryland

Ft. Holabird—When Sandra Cooper enlisted in the US Army Security Agency as a WAC, she became the fifth member of her family to serve in ASA.

Her father, Lieutenant Colonel Martin W. Cooper (Ret.), served the last five of his 20 years military service with ASA. Her three older brothers Richard, Duane and Michael, served three-year tours with the same agency.

After graduating from basic training, Sandra will attend the Defense Language Institute, Monterey, Cal.

Massachusetts

Ft. Devens—Master Sergeant Russell D. Ganong, presently assigned to the 509th Radio Research Group, Vietnam, recently received honors as the Distinguished Graduate, Senior Non-commissioned Officer's Course at the USASATC&S, Ft. Devens. MSG Ganong was also the class leader.



MSG Ganong receives his diploma and congratulations from Colonel Robert W. Lewis, Deputy Commander, USA-SATC&S.

Take stock in America.

With higher paying U.S. Savings Bonds.



A War of Victories . . . and Defeats

It may be disconcerting to some drivers to know that their top line, wide tread, belted, polyglass radials may be cruising on miles of broken bottles.

However, while it's true that one carelessly discarded cola bottle could wreak havoc with an automobile tire, today's newest superhighways—paved with compounds containing tons of ground glass—are as comparatively smooth as a baby's behind.

The use of this ubiquitous material in road building testifies in part to the ingenuity of American technology. It's nice to know that the same inventiveness that helped produce the pollution problem of the world is now working to clean it up. Oil-eating microbes have been evolved by the billions to combat oil spills at sea; nearly 19 percent of waste paper is now recycled, and nearly half of all currently produced copper comes from scrap.

Clothing for stripped mines

Strip mining for coal has scarred 1.5 million acres, an area equal in size to the state of Delaware. But now, after much public outrage and governmental action, thousands of trees are being planted to prevent erosion and return value to the land wherever possible.

And, although the task is formidable, efforts are increasing under pub-

lic and community prodding to clean up the air.

Tomorrow and tomorrow and tomorrow, creeps on this petty pace from day to day . . .

What about all the yesterdays? As a result of days and years of unconscious effort, today's cities are running out of landfill space for garbage dumps. Just how many swamps are there around New York and San Francisco, Washington, D.C. and Chicago?

In 1967, collected municipal wastes totaled 250 billion pounds, about 4.5 pounds per day per person. Today, the average American generates six pounds of refuse daily. Where does it all go? We can't completely throw it away—not for good.

Somehow, much of our discarded junk must be reused or recycled. In 1971, Americans discarded 30 million tons of paper, 26 billion bottles, 48 billion aluminum and tin cans and more than seven million junked cars.

These statistics, and more, are compiled in the National Geographic Society's latest book, "As We Live and Breathe: The Challenge of Our Environment," a compendium of sobering facts on pollution.

It is a report which makes us look back to the earliest Americans, how they found a continent of riches and then declared a still continuing war on their land, robbing it of its fre-

quently irreplaceable treasures.

The book, however, details the victories as well as defeats; the Nation is also battling to save and restore her resources and the quality of life.

Mechanical string saver

Not included in the report but worthy of mention is the research being conducted at the University of Maryland. Scientists there have produced the prototype of a machine that breaks garbage down into useful, marketable components. In the future, cities may have this gadget at their disposal (no pun intended) and glass, paper, metals and organic compost will be returned to the market for further use.

In the meantime, we dig deeper into the earth, searching for the ever-dwindling supplies of ore and fuel. Just because ecology became the fad of the cocktail set last year doesn't mean we can stop worrying. Yes, we are more conscious of the problems. Yes, something is being done about them. But yes . . . pollution still exists—far out in the oceans, in our lakes and rivers and in our air.

It is still up to the individual to initiate and support recycling efforts. Start by throwing away less.

Just as yesterday is today's prologue, today is tomorrow's heritage. Think about it. ■



Delirious Dunces—A little dumb maybe? Or perhaps it's been a few years since you last opened a book. If you found *Love Story* to be tough reading, *A Manual For Advanced Electrical Engineering* may be causing you more than eye strain.

Never fear—the man on the white horse is here again. The Veterans Administration will pay up to \$50 a month for a maximum of nine months for tutorial assistance without altering your basic GI Bill.

Check with your friendly VA counselor if an A, B, or C is nowhere in sight.

Word War—One of the controversial statistical battles that has been subtly waged between the news media and the Department of Defense in recent years concerns the number and ratio of draftee KIAs in Southeast Asia.

According to the Department of Defense, statistics on hostile deaths for all grades and services between January 1961 and September 1971 are:

Regular Army (Career and Enlisted)	26,275
Reserve	3,842
Selective Service (Draft)	15,373
National Guard	75
Total	45,565



Life gets easier and easier—You can think about throwing away your iron or removing your shirt from beneath the mattress (depending on your efficiency.)

The Army will be testing several styles of light weight, press free uniforms this summer and will decide which one is to become standard.

The new uniforms will be tested by personnel at the US Army Materiel Command's Test and Evaluation Command. Durability, comfort and ease of maintenance will be considered.

Soon you will become a leader—All E-4s, E-5s and in some cases, E-6s who have not completed other NCO training are now required to attend a one week Basic Leadership Course.

Successful completion of the BLC earns two administrative promotion points. Included in the course will be instruction on military law, drug abuse, human relations and physical readiness. The role of effective military leadership will be emphasized in each subject studied.



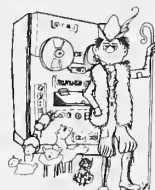
Lock 'em up—Butch Cassidy and the Sundance Kid couldn't get away with it and neither can you. They went from one country to the next trying to outsmart "those foreigners," and finally got caught. Servicemen stationed overseas and their dependents

are generally subject to the laws of the land.

So, unless there is an agreement to the contrary, US-servicemen abroad in peacetime are subject to the laws of the land they are visiting. Status of Forces Agreements (SOFAS) are negotiations between nations concerning a military force stationed in another's country. These SOFAS protect individuals for offenses committed while on official military duty, in which case the United States would have official jurisdiction. But, when criminal acts are performed when an individual is not in an official military capacity, the host country could have jurisdiction. The SOFAS generally require authority to be relinquished to the US.

Remember, as an American overseas, you are a representative of the United States. As a stranger, natural curiosity from the host country's citizens make your every act even more noticeable. Compliance with local laws and respect for national customs could make or break the opinion that those in other nations have of the United States.

Check with your legal assistance office regarding the laws of the land where you are stationed or are about to be stationed.



Jobs Unlimited—"We have the job for you—just pay this 'slight' employment fee and the job is yours."

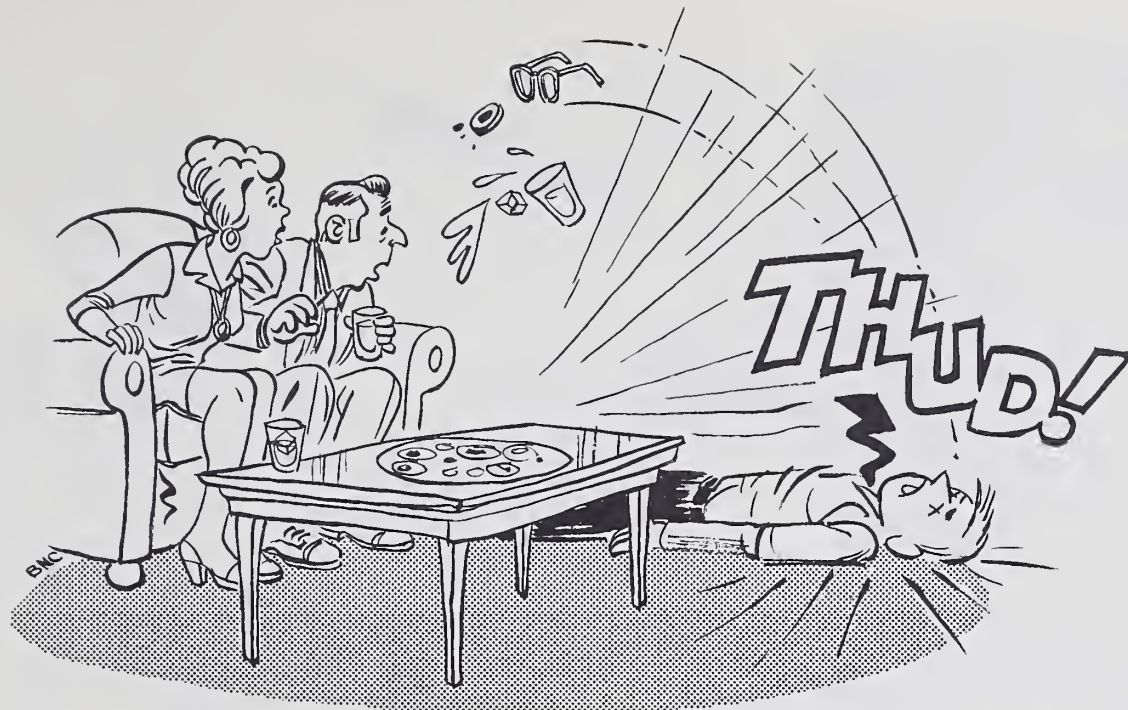
If you're a retiree who is hearing this or similar phrases, better check into REFERRAL before paying anybody anything.

A computerized man-job matching system is being used by Department of Defense's REFERRAL program. Personal information and job preferences are fed to the computer and out pops a scientific man-job match that may be the key for future success.

Once the match has been made, the computer facility will provide abbreviated resumes to prospective employers. An employer can then contact the retiree for further (and more personal) negotiations.

So far, there is a cumulative total of more than 25,000 service members registered in the program and over 62,000 job vacancies since its beginning more than a year ago.

To find out more about the program check with your Education Counselor. Where else could you have over 1900 employers considering your job resume with no charge?



"Yes, I'd like another double scotch on the rocks." "... one short one for the road, how 'bout it?"

Yes, it's your life, but do you have to spend it drinking? If you get high with friends like Jack Daniels, Jim Beam and Johnny Walker, who needs enemies?

The National Institute of Mental Health estimates that there are nine million alcoholics and problem drinkers in this country. The carnage on our highways attests in part to the extent of the situation. It is a national problem which affects individuals and families in all economic, educational and social classes.

The military is not only not exempted from these figures, but they have their own special problems in addition. DA places high emphasis on early treatment and rehabilitation of the alcoholic. Commanders are urged to recognize this as a *treatable* disease and make rehabilitative facilities and services available. Halfway houses, designed to help the alcoholic readjust to a normal style of life, can be an answer. Here the soldier can perform regular duty in his unit but return to the Halfway house in the evenings. But the biggest step is one's admission that he does drink, much too much, often into uncontrollable situations. It's no disgrace to admit you have a health problem—and alcohol is a health problem.

The public eye is currently focused upon the drug user and his habits. Out of the limelight (for a while at least) is the alcoholic. Don't let the legality and ready availability of alcohol justify its excessive use.

Somehow it is easier to see the next guy's faults than it is one's own. It could not be more hypocritical to condemn the pot head while, at the same time, regularly doping yourself into a stupor with booze.



Alcohol is a drug, too. Medically classified as a depressant, it acts as an anesthetic on the central nervous system. It is absorbed unchanged in the stomach and small intestines and is dispersed by the blood into all parts of the body, including the brain. Once in the brain the demon attacks the area controlling judgment and social restraint. Simple motor reflexes, reaction time and vision are next affected. Soon to follow along the arrow of destruction are balance, coordination and sensory perception.

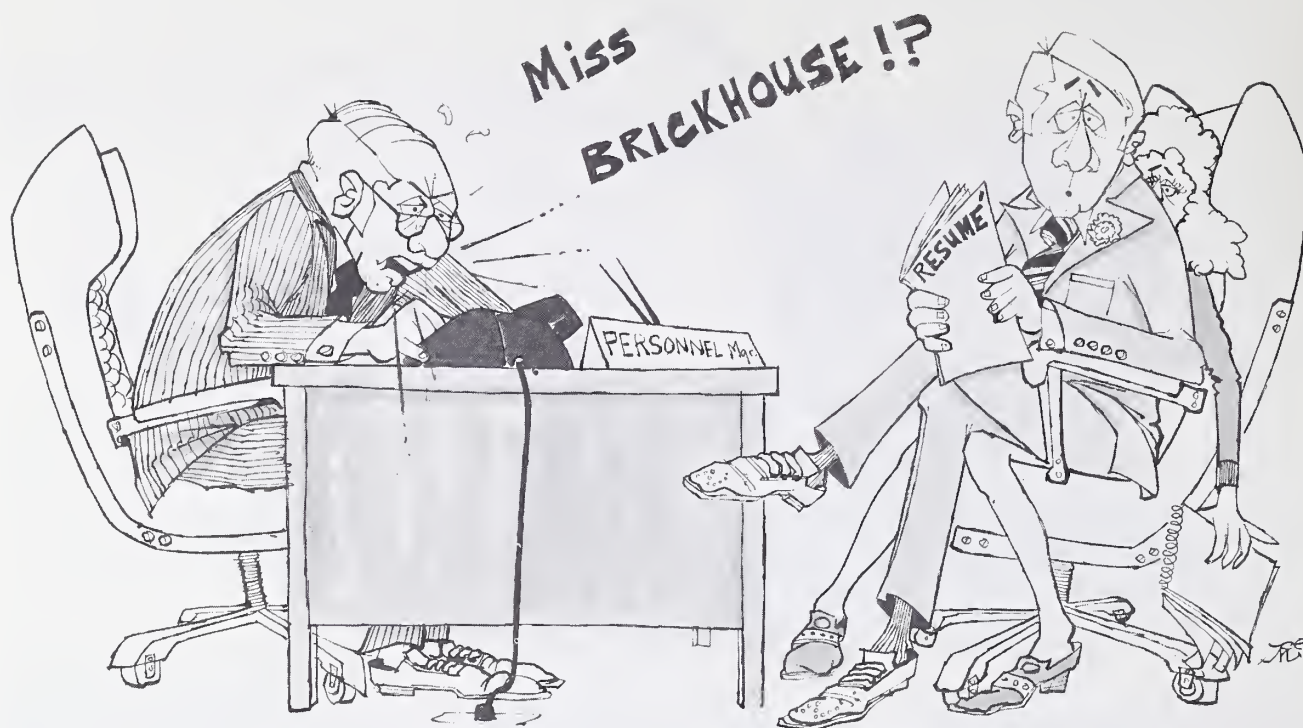
Lots of little tricks are tried to make the non-sober more alert—black coffee is most common; a quick dip in the pool is most effective. But neither effort will accelerate the elimination of alcohol from the body. No matter what methods are tried, alcohol leaves the body no faster than 0.15 percent per hour.

Anyone who drinks to excess can find himself evolving through a variety of stages. At first excited and elated, he may soon become confused and depressed. Someday he may even be found unconscious or dead.

Most problem drinkers try to disguise their habits, but are only fooling themselves. A man or woman who daily slips a little whiskey into his morning cup of coffee is no asset to his office, nor is the one who keeps a pint in the glove compartment just in case he gets "a little thirsty on the way home."

Anyone in the service who finds this happening to him and does nothing about it may be jeopardizing more than his career or the future of his family.

Many posts are now offering rap sessions with others who really know what it's all about, and problems are more easily shared and discussed. Free professional counseling is often available. Those who take full advantage of these services may find the path to sobriety a little shorter. ■



How to Sell Yourself by Really Trying

*Some invaluable insights into those two dreaded aspects of civilian job-hunting: Preparing the **Resume** and Surviving the **Interview***

Last month's feature article on job hunting (March 1972, The Hallmark) should start a lot of the soon-to-be departees on the road to some serious reflection on civilian work prospects. It is rarely easy to find *the* right job on the first go-round. With nearly a million persons leaving the military (all services) each year, men and women with good, marketable skills may be out there vying with you for the job you want. This year, especially, the big military drawdown will add considerably to the competition. And when June's record crop of high school and college grads hits the street, things will be tough all over.

At this point, with employment as your goal, there is little more you can do to substantially beef up your record. What is past is past. There have been just so many work years, so many jobs and a certain amount of education. All that remains is to get it all together into the

most attractive, desirable product possible.

This is a two step process of packaging and selling. The package is your resume. Selling the product takes place during the interview. You can sink the whole kaboodle by muffing either one. So read on, Mr. Short-timer.

The resume performs two very useful functions. In the act of constructing and polishing this concise word-picture of himself, an individual often—for the first time—becomes aware of his potential and limitations. Before actually writing it, however, he should review his educational and work experience.

Next, he should whittle and pare until he can finally nail down a specific employment objective. A nebulous generalization doesn't broaden one's prospects with an employer. On the contrary, the organization with several applications for one job, often selects the one whose objectives most closely align with the vacancy.

The second function of the resume is more obvious. It serves as your introduction and the key to a possible interview. What it says and how it is written are supremely important.

The Interview

Joy for joy, happy day! The personnel manager of Sitz Bath Enterprises wants to interview you. Terrific. They must have been duly impressed by your resume. So, it's in the bag. All you have to do is look spiffy, crunch his knuckles with your Bunyonesque grip and show him a lot of teeth. Right? You betcha—especially if you want to make a career out of being interviewed.

The interview is perhaps the most important part of your job hunt. You could be qualified to the eyeballs and loaded with just the right education and experience but, blow the interview, and you're back pounding the pavement.

But we all know what *not* to do. (In case you don't, check out the panel on the right.)

A laundry list of scary no-no's can only make you more nervous. Be positive and confident—by being prepared. You will be talking with a man who has a job to do: fill a vacancy with the best man he can find. He is

Basically, there are two styles the resume can follow. The *reverse chronological form* is more suited to the individual without much work experience. His most recent job would head the list, with his earliest experience mentioned last. Utmost attention should be devoted to ensuring that each past work experience is treated to appear as close to the current employment objective as possible. For instance, if your objective is to work as an electronic equipment salesman, past experience as a military supply clerk should emphasize cataloging of electronic parts. But don't fabricate an experience if none exists. White lies can backfire and blacken your employment or promotion hopes.

The second resume style, the *functional arrangement*, organizes your work experience around the skills and qualifications related to your employment objective. Each skill is treated separately with pertinent experience listed under the skill.

Both formats should be researched carefully. Books on the subject of resume preparation are available at most libraries. Take advantage of them. They are usually the products of good and bad resume experiences.

looking for poise and self-assurance. He also expects to see nervousness and trepidation, understanding completely that this is an ordeal for you. (So before you enter, dry your hands and mop your brow, but if you're teeth tend to chatter uncontrollably, don't leave them at home.)

Be prepared for the trick questions as well as the routine questions. "Tell me about yourself," can turn into a harrowing experience if you haven't thought about it before. When the question, "Why do you want to work with us?" pops up, again, be prepared. Your research will pay off here. You like what they have to offer, dig their products, agree with their company policies, etc.

Throughout this 30 to 60 minute performance, always maintain good posture, and look the interviewer in the eye. Let him carry the ball if he wants, but pick up the conversation when he throws it to you. On occasion, you might run across a deadly silence, in which case it's up to you

Don'ts, NoNo's Boo Boo's and Faux Pas

- **Don't be late.**
- **Don't wear long, freaky hair or a beard.** You can establish your life style after you get the job.
- **Don't smoke, chew gum or suck on your thumb.**
- **Don't arrive ill-prepared.** Little knowledge indicates little interest.
- **Don't show up bare-fisted.** Bring samples of your work, an extra resume, records of achievement.
- **Don't get drawn into a hassle or argument.**
- **Don't panic or flee from a tough question.** Be brief and remain calm and natural.
- **Don't dominate the conversation.** You are the one being interviewed.
- **Don't play hard-to-get.** You're just one fish in a big and well-stocked ocean.
- **Don't be vague about your job objectives.** Know what you want to do.
- **Don't oversell yourself or boast too loud or too long.**
- **Don't lie or stretch the truth, ever!**
- **Don't put too much emphasis on salary talk.** Get the job first, your salary will probably be equitable.

to let him know factually and sincerely what you have done and how you think your skills fit in with what the company has to offer.

Let the interviewer bring up the question of salary. If it gets to this point, he's probably interested in you.

Start the interview with a good impression—be on time! End with a good impression by leaving on time. Often, after all the little hints of "it's over" and "time to go, friend" have been subtly dropped, the applicant hangs around chewing the fat. A mistake. Know when to leave and do it quickly and graciously. Even if you've been shot down, stay calm and polite. There may be another job in the wind that could be yours. ■



Basketball

Ft. Hood, Tex.—The 303rd ASA Battalion has bulled, blitzed and bargaged into the number one spot in basketball on post. The stalwart cagers of the 303rd have captured the post title in basketball for 1971-72.

After walking away with the non-divisional tournament, the team went up against the best of two full strength divisions in the post tournament. The sweet taste of victory came when the 303rd defeated the 366th Signal, 70-60, before hundreds of screaming, cheering spectators in the 1st Cavalry Gym.

Vint Hill Farms Station, Virginia—The post basketball team (Vikings) put up a valiant effort at the First Army Basketball Championships (Class B*), played at Indiantown Gap Military Reservation, Annville, Pa., and finished a solid fourth in the tournament competition.

The Vikings went all the way to the semi-finals where they met a tough Ft. Monroe team and fell by a score of 114-83. Ft. Monroe went on to defeat Walter Reed Army Medical Center, 101-99.

In the final game West Point breezed past Ft. Monroe 85-78 to capture the championship.

According to Viking Coach, Gilbert A. Wells, the team played an outstanding tournament despite the loss of Dennis Black to the All-Army trials.

* Installations with population under 5000.

FS Asmara, Ethiopia—The Kagnew Station post basketball team captured the Mediterranean Sports Conference basketball championship in tournament action in Athens, Greece.

The Gazelles suffered their only loss in the early March tournament, when Sinop, Turkey, took the first game of two, 85-66.

Kagnew finished the tournament

with a 5-1 record, including two victories in three games with Sinop.

Entertainment

FS Asmara, Ethiopia—The sounds of nine Kagnew Station musicians "rocked" a packed Oasis Club during a Saturday night rock session held recently.

The rock session was designed to bring together for the final time some of the musicians affected by the epidemic of early-outs. The idea of a "short-timer" session belongs to two of the performers, John Zimmerman and Bob Colia, in cooperation with the Oasis Club management.

The three-hour benefit had many participants. Go-go girls, a light show, and old silent movies projected on each side of the stage rounded out the night's entertainment.

The fun loving performers were helped by many others. Over \$250 was collected and will be given to a local charity to be decided by vote of all the participants.

SHOPPING AROUND FOR THAT USED CAR

From a series of articles provided by Headquarters, USASTRATCOM-Europe,
Comptroller, on management of personal finances.

Interested in a good used car? Kicked any tires lately?

Of course, kickin' the tires is no longer considered adequate technique for picking a used car. You have a right to protect your own interest even though you feel that the dealer is very trustworthy.

Here are a few suggestions:

Pick your dealer—Go to one who admits he's going to make a little money on the deal. If he says he isn't you know it is not true. It may be wise to check the used cars from a new car dealer, especially for the makes he sells.

Tires—So go ahead and kick 'em. You won't feel right if you don't. But check the serial numbers to see if they're close enough to be the original set. If not, try to find out if they're the second or even the third.

Wear—How many paint jobs? Check the door sill on the driver's side. A new brake pedal on a used car means the old one needed a replacement. Never buy a car with painted-out lettering on it.

Battery—A new one in an older car means more than 20,000 miles.

Luggage compartment—Take a good look inside.

You can make some guess as to the former owner's habits and character by the way he used his storage space.

Rack test—Put the car up on the grease rack if you can. Heave on the bumpers to check shock absorbers. Shake wheels sideways for play. Look for underside damage.

Engine—Shouldn't be too much blue smoke when you start it cold. If you've brought a mechanic with you, he can tell you a lot by listening to the engine run.

Drive test—Does the car drift to one side on a flat road when you let go of the wheel? Is there too much or too little play in the wheel? Does the brake pressure fade as you hold it down? Is there good pick-up after a slow-down? Check for clutch (transmission) slippage.

When you've done enough shopping, made enough comparisons, and have made up your mind, **buy wise!** Do not sign any contracts until you are sure. Once you have signed the contract, it's yours.

A Day in Court

by R.L. Sowers



My father-in-law was poring over umteen pages of legal mish-mash one night. As an attorney, he was reviewing a client's contract to insure who was supposed to do what to whom and if so, when. It was a complicated mass of legal terminology over which I became thoroughly confused after the initial "Party of the first part agrees to furnish the party of the second part . . ."

I had soon thrown up my hands and was leaving the room. He laughed and said it really wasn't that bad. The "party of the first part" was a car rental agency who was renting a fleet of sedans to "the party of the second part," who was my father-in-law's client. He insisted it took 17 pages to say just that. I said it didn't and pulled a classic contract from my collection of papers for his opinion.

It is an actual contract between a TV Rental Shop and a customer for the rental of a TV at one of our overseas bases. I quote it exactly as it is written:

- "1. Borrower must be paid \$3.00 a week and take carefully the item until contract finished. If incase of it get the troubles with maintenance, borrower must notify to render. Also borrower must take responsibility for the item if its miss-

ing or resold or powned or robbed, and shuld be paid the cost of items. Borrower must inform to render when before changed address or transfer.

2. Rent TV Shop must give garantee for the maintenance of item until finish the contract. We, hereby undersigned & guarantee when the anything against to the above mentioned statements, we have no objection even if we are given any legal purnishment.
3. Borrower will not give any objection when the render pick up The TV if in case of borrower do not make payment more than 2 months."

After he finished reading it, I asked him if it would hold up in court. He had to agree that it would. We don't talk much about legal stuff anymore.

This is the fourth in a series of articles written for The Hallmark by Major Sowers, Assistant Signal Officer at ASA Pacific (Hawaii). In the final analysis, a handshake is as valid as a 20-page contract . . .

THE selfless work of the Army Community Service (ACS) is entirely dependent on the spirit and enthusiasm of its volunteers. Without the genuine concern of these military wives for the well being and comfort of Army families everywhere, the service could not survive.

In Hawaii, home of Headquarters USASA, Pacific, ACS is well supported by ASA wives. Out of a total of 47 volunteers in the ACS program of assistance to military families, 15 are ASA ladies.

The women serve ACS in many capacities. One of the most demanding jobs is Supervisor of Volunteers. This post has been ably filled since last July by Mrs. Virginia MacKinnon, who has since put about 400 hours into the effort.

Last year's Santa Claus shop, a project which provides donated and repaired items for needy families to purchase at low cost, was operated by Mrs. Janet McCrorey. She was assisted by Mrs. Mary Ann Bigford, who made new clothes for all the used dolls donated last year. As chairman of the Special Projects committee, Mrs. McCrorey is setting up a recreation program at the Post Nursery for four- and five-year-old chil-

dren. Mrs. Bigford works at the information desk. She also serves on the Emergency committee, whose members are on call for 24 hours one day each week to help out in family emergencies. Mrs. Suzanne Suchoski also serves on this important committee.



Janet McCrorey (left) "irons out" a problem for a newly assigned Military housewife.

The General Services committee is in charge of the information desk, makes up Aloha kits containing information for newcomers, and performs other administrative duties. Mrs. Rose Bradshaw, Mrs. Carol Ford, Mrs. Ann Costello, Mrs. Barbara Heritage, Mrs. Inez Jones, and Mrs. Jane Lawson work at the desk. Mrs. Lawson has also been chairman of the Special Projects Committee.

Another ACS project is visiting Pediatric wards at Tripler General Hospital, where volunteers help the busy staff by supervising play and helping with feeding. Mrs. Bradshaw and Mrs. Ford are active in this program, and Mrs. McCrorey is in charge of organizing it. Mrs. Bradshaw also works with the Hospitality Committee.

Since ACS took over sponsorship of Post Nurseries, volunteers have been active in nurseries all over the world. Mrs. Monica Lazarus has given many hours to the Schofield Barracks Nursery.

Rounding out ASA participation in the ACS program are Mrs. Patti Lordi, who is assistant chairman of the lending closet, and Mrs. Paula Woods, who writes the ACS Newsletter.

ASA Spells JOY for ACS



Volunteer Ann Costello answers all questions from the ACS information desk.

Can You Afford To Lose
\$100,000?

Life Insurance After ETS is The Key to Your Family's Security

Clifford "Biff" Charron, USASA's first Command Sergeant Major, has authored a series of articles on highlights of life insurance protection and security as it affects the man in uniform.

Biff started his insurance career in August, 1970 and has since completed a one year course in life insurance sponsored by the Life Insurance Agency Management Association, graduated from a basic sales course in Greensboro, N.C., and is currently enrolled in a research and review programming course. He is a full time Life Agent and recently qualified for his company's Pacemaker of the Year Award.

I am happy to contribute a few tips on life insurance to the soldiers and families of the US Army Security Agency. It has been more than two years since my retirement and believe me, in uniform or out, once you're ASA you never forget the duty assignments, friends and associates.

First, let's discuss lost benefits. The benefits all soldiers receive by virtue of their "serving" have been outlined many times. I know from experience that we take many of these benefits for granted and don't realize what they are or, more importantly, what they mean until they are lost.

For instance, did you know that when you no longer wear the uniform, that more than \$70,000 of personal and family security is gone?—FACT!

Let me show you why. If your death occurs while on active duty, your widow would first receive, among other benefits, a Death Gratuity which would amount to six

times your base monthly pay, or \$3,000 whichever is the smaller amount.

This is not a benefit which you keep when you transfer to an inactive or separated status.

While you are on active duty you can buy \$15,000 of Servicemen's Group Life Insurance (SGLI) for only \$3 per month.

The Veteran's Administration cautions you not to consider this as part of your permanent insurance program or to let it replace any other insurance that you own.

Your SGLI may be converted to permanent insurance after you leave active duty. Many life insurance companies are authorized to convert GI policies. The cost is determined by your age and occupation at the time of conversion.

If you don't convert your SGLI within 120 days, you will probably lose \$15,000 worth of family security. But this needn't happen if you plan ahead.

An even greater loss of benefits occurs when you leave active duty. As long as you serve, Uncle Sam will take care of your loved ones if you die. This is accomplished through the lump sum death gratuity and a monthly indemnity ranging from \$167 to \$426 (based on grade) paid to widows and children of servicemen who die on active duty. This is a little talked about benefit known as Veterans Dependency Indemnity Compensation. Let me give you an example.

Name:	SFC John J. Jones
Length of Service:	22 years
Age:	40
Wife:	Mary, Age 35
Children:	Ages 14, 10

If this non-commissioned officer dies on active duty, his family's Veterans Dependency Indemnity Compensation is:

Widow.....	\$206.00 monthly
Children.....	20.00 each, to age 18
	<hr/>
	\$246.00

This amount plus social security gives his widow and family the assistance they need. The monthly payment will continue to the widow until her death or remarriage. But if this noncom dies *after* he leaves active military service, his family's monthly Veterans Dependency Indemnity Compensation is 0—Nothing. This means that upon retirement or separation, SFC Jones has lost approximately \$100,000 of potential income for his family's security. According to Commissioners Standard Ordinary Mortality Table of 1958, normal life expectancy of Widow Jones is to age 72, so she has about 40 more years to live. Even at a reduced monthly benefit, let us say \$200 a month \times 12 months \times 40 years, we can see \$96,000 of lost income. This does not even include the extra income lost to the two children.

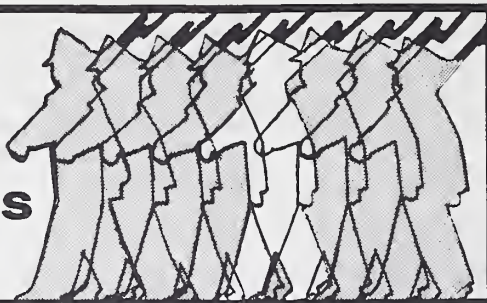
This benefit, which Uncle Sam provides while you are serving on active duty, should be replaced when you leave active service.

This is something you should plan for now. Why? Because life insurance as a supplement to social security, savings and other estate assets, will guarantee your family's future security. ■

THE

Missed

PERSONS
BUREAU



With the arrival of Spring, the Missed Persons Bureau invites ex-Agency men and women to drop us a line to let us know what you are doing and where you are living. Only once have we heard from an ex-ASA woman: we know there are retired WACs out there somewhere. But where are you?

COL **Melvin Lawson**, who left Headquarters only a couple of months ago treated himself to an extended vacation in Texas and then went on to Australia. His letter from his home in Arlington, Virginia told us that his military career left him with a sense of service to his country and a feeling of accomplishment in performing important duties.

MAJ **David Burket**, in Woodbridge,

Va., wants to go into Real Estate Sales, and hopes some day to open his own brokerage.

Again it seems that many retirees have headed south to enjoy the sun and sand.

After doing well in the Federal Service Entrance exam, MSG **Alfred Pavilonis** hopes to find a government job. In the meantime, he can be found salt water fishing near his home in Orlando, Fla., ISG **Jose Delgado**, a little farther south in Miami, also plans to enjoy that sport. After 27 years in the Army, we think he deserves the relaxing life of a fisherman—part time anyway, for he wants to complete his college education. By studying while he waits for the fish to bite he could accomplish both his

desires at once. CW4 **Harley Johnstone** is leisurely enjoying the life of retirement in Lynn Haven. He's been working on his boat and catching up on his reading. Plans for the future include attending a vocational school to learn air conditioning and radio-television repair.

This month we heard that two of our retirees have headed for North Carolina. After leaving Ft. Meade, Md., SP7 **Karell Grunwald** settled in Fayetteville. COL **Woodrow Shrawder** bought a house in Jamestown. After a visit with friends in Mexico, he next plans to see Puerto Rico. While reflecting on his military career, he compliments younger officers and enlisted men who "have never let me down when I gave them responsibility."

Birmingham, Alabama, is the home of MAJ **Robert Medlin** who plans to attend classes at the University of Alabama in Birmingham. Presently he is Personnel Consultant for Dunhill, Inc. Relaxing in Rockmart, Georgia is MSG **Thomas Crigler**, who seems to like the spare time he has now that he is retired.

Science & Medicine

Salty Tale

A recent report has revealed that the Atlantic Coast has been slowly moving inland. An abnormal rise in the sea level started in 1963 and has moved up an average of three inches over the past eight years. This fact was noted by a scientist of the Commerce Department's National Oceanic and Atmospheric Administration.

The ocean level has been on the increase on most shores of the United States, but the coast from Maine through Virginia has experienced the greatest rise.

There seems to be a bit of disagreement, however, as to whether the sea is rising or the land subsiding. The general belief is that it is a combination of both, due to, among other things, melting glaciers and the

extraction of resources such as water and petroleum from the ground.

Ray-less

Lockheed Missiles and Space Co., a division of the Lockheed Aircraft Corporation, working under an Atomic Energy Commission contract has developed a new weapon everybody should be in favor of. The new weapon, however, is to be used in the fight against disease. This by-product (not the object of the original research) is called an "intensifying screen". It is an X-ray type screen which allows dentists and physicians to obtain a clearer picture with less radiation. There is also hope for even further reduction of the radiation hazard with no loss in the quality of the pictures.

Nurse's Aide

Diagnostic procedures and treatment of military patients will be greatly improved thanks to a new system called COMPSY. As part of the Army's Computer Support in Military Psychiatry Program, COMPSY will store patient information at Walter Reed Army Medical Center in Washington. Three Army clinics including the psychiatric wards of Walter Reed General Hospital and two distant Army mental hygiene consultation clinics will be able to obtain the information which will appear on a cathode ray tube display system.

COMPSY will enable ward personnel to have direct access to centrally stored records which will speed routine clerical functions, and the exchange of patient information between psychiatrists.

The Eyes Have It

Think that you are intelligent and you will act intelligently. Feel that you can't perform and your performance will be inadequate. Numerous psychological experiments continue to uphold the theory of mind over matter. The simple two day experiment discussed below proves that the expectations of others may be reflected in our work.

"Brown-eyed people are cleaner than blue-eyed people. They are more civilized than blue-eyed people. And they are smarter than blue-eyed people," said the teacher, Mrs. Jane Elliott, to her class of third graders.

At the beginning of a two-day experiment Mrs. Elliott constantly praised the brown-eyed group in her classroom, pointing to their accomplishments as proof of their superiority. At the same time, the blue-eyed children were told that mistakes were to be expected from their type.

Mrs. Elliott found that the brown-eyed group excelled. When the blue-eyed group fell behind she said, "It is just what you can expect from blue-eyed children." The brown-eyed group was given special privileges in reward for good work. Scholastic achievement soared even beyond what was expected. The blue-eyed children fell into a pattern of failure and depression.

Mrs. Elliott was concerned that the experiment was having a bad effect on the blue-eyed group. She decided to continue the work, reversing the roles. The brown-eyes found themselves the inferior group. Their self-esteem and superiority was threatened. Their performance

dropped dramatically.

The reverse was true of the blue-eyed group.

Mrs. Elliott asked the children why they believed her assertions about superiority and inferiority. They answered that they thought eye coloring made a difference.

How does this relate to everyday living? I don't think it is unfair to say that people tend to behave the way we expect them to and accomplish what they think is expected of them.

Can we use these fascinating lessons in our lives? The third graders did. They became more compassionate, less aggressive and more considerate. Grades improved. The children felt they could do something to make the world better.

Once we have broken through this expectation barrier, I feel we will find a new basis for freedom. We will see patterns of behavior change as the third graders' behavior changed. New records of all sorts will be broken.

by Chaplain (CPT) James Anderson

Definition of a Professional

If something is worth doing, it is worth doing well. A job well done exemplifies the ability and character of the performer. This author suggests that a wholehearted effort be extended to make your work that of a professional.

When someone says we should be "professional" at our jobs, we understand generally that it means "be an expert, be thorough, do the job right." But is that all? Is it as simple as that?

We know of an atheist writer who makes a living—and a good one—writing articles for religious publications. Our first reaction is "a cynic of the very worst type!" But take another look. Here's a man with a great talent who's able to perform a needed service and to do it well.

Most of us envy the man whose work seems like a hobby to him. We feel that such a man is bound to be better at his job than we at ours. But the mere fact that we don't really care for the work, or the location of the job or the people we happen to work with seems to some

reason enough for less than our best performance.

There's nothing in the book that says a man must enjoy his work to do it well.

Show me a man whose job is a hobby to him and I'll show you a happy man. But show me a man who's an expert at his job in spite of a dislike for its location, and I'll show you a professional.

There are a number of words we could use to define professionalism—like ability and guts and character or integrity—but it's pretty well covered by a bit of advice from the Bible: "Whatever the hand findeth to do, do it with all thy might!" (Ecclesiastes 9:10).

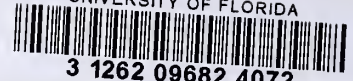
CMSgt. C. J. Bennett

Ideas and Opinions

"The mind stretched by a new idea never returns to the same dimension."

FLARE

UNIVERSITY OF FLORIDA



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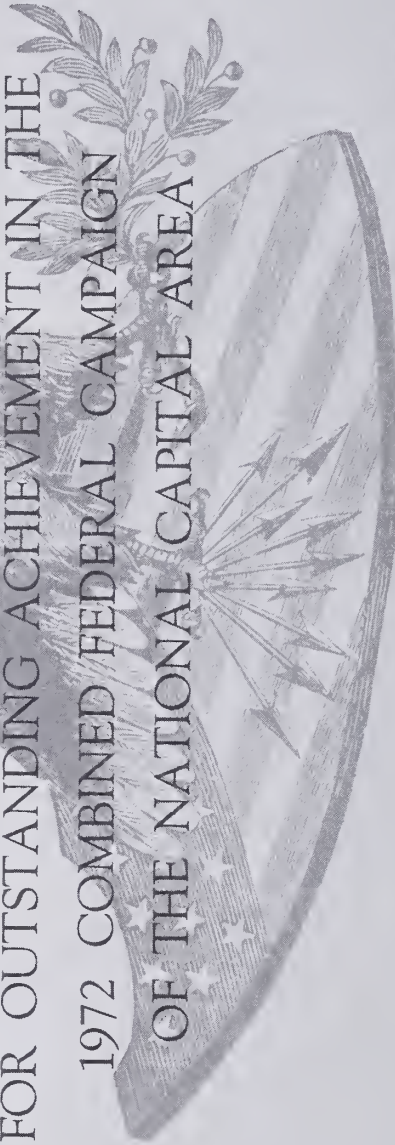
AWARD

United States Army Security Agency

FOR OUTSTANDING ACHIEVEMENT IN THE

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OF THE NATIONAL CAPITAL AREA



James L. Martin

SECRETARY, DEPARTMENT OF THE INTERIOR